

MORE IMAGINATION MORE IMPACT

Introducing Addleshaw Goddard's
Nordic Business Group

a **ADDLESHAW**
g **GODDARD**

MORE IMAGINATION **MORE IMPACT**



WHO ARE WE? A LITTLE BIT ABOUT US

ADDLESHAW GODDARD

OUR CORE SECTORS



48 FTSE
100

CLIENTS ACROSS
A WIDE RANGE
OF BUSINESS
SECTORS



105

COUNTRIES IN WHICH WE
HAVE HELPED CLIENTS IN
THE LAST 3 YEARS

3000+

CLIENTS ACTED FOR LAST YEAR,
INCLUDING 800 CONSUMER
BRANDS AND RETAILERS, 1508
FINANCIAL SERVICES
COMPANIES AND FUNDS, 422
ENERGY CLIENTS AND 413
HEALTHCARE INDUSTRY
CLIENTS



1600+

LAWYERS IN 16 OFFICES
AROUND THE WORLD



Strength in depth that you can
call on for whatever lies ahead....

73

Infrastructure,
Projects & Energy
lawyers

19

Planning, Environment &
Infrastructure
Consenting lawyers

111

Construction &
Engineering
lawyers

163

Corporate
lawyers

210

lawyers outside
the UK

93

Commercial
lawyers

165

Finance lawyers

188

Real Estate
lawyers

**Top 5
in the
UK**

Highly ranked across the UK,
concentrated across the North
of England, London and
Scotland

WHY US?

THREE REASONS



1. SO REFRESHING

We are respectful, motivated, flexible, professional and pragmatic. We are great to work with. We love what we do. You will not see us posturing.

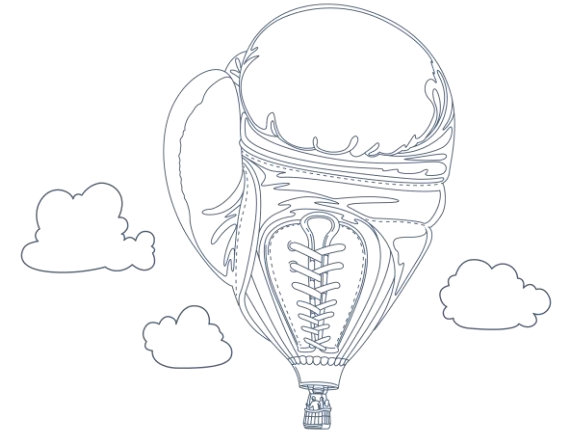
We are here for the long term. To us, delighted clients and long-term relationships are more important than short-term profit. That's why our FTSE100 relationships last for an average of 24 years.



2. CLEAR & SHARP

We're *that* friend that will tell you straight. Protecting our clients' interests. Negotiating points that matter. Being flexible on points that don't.

You'll get clear recommendations based on the commercial context of the deal, and the right people at the right levels doing the right work.



3. IMAGINATION & IMPACT

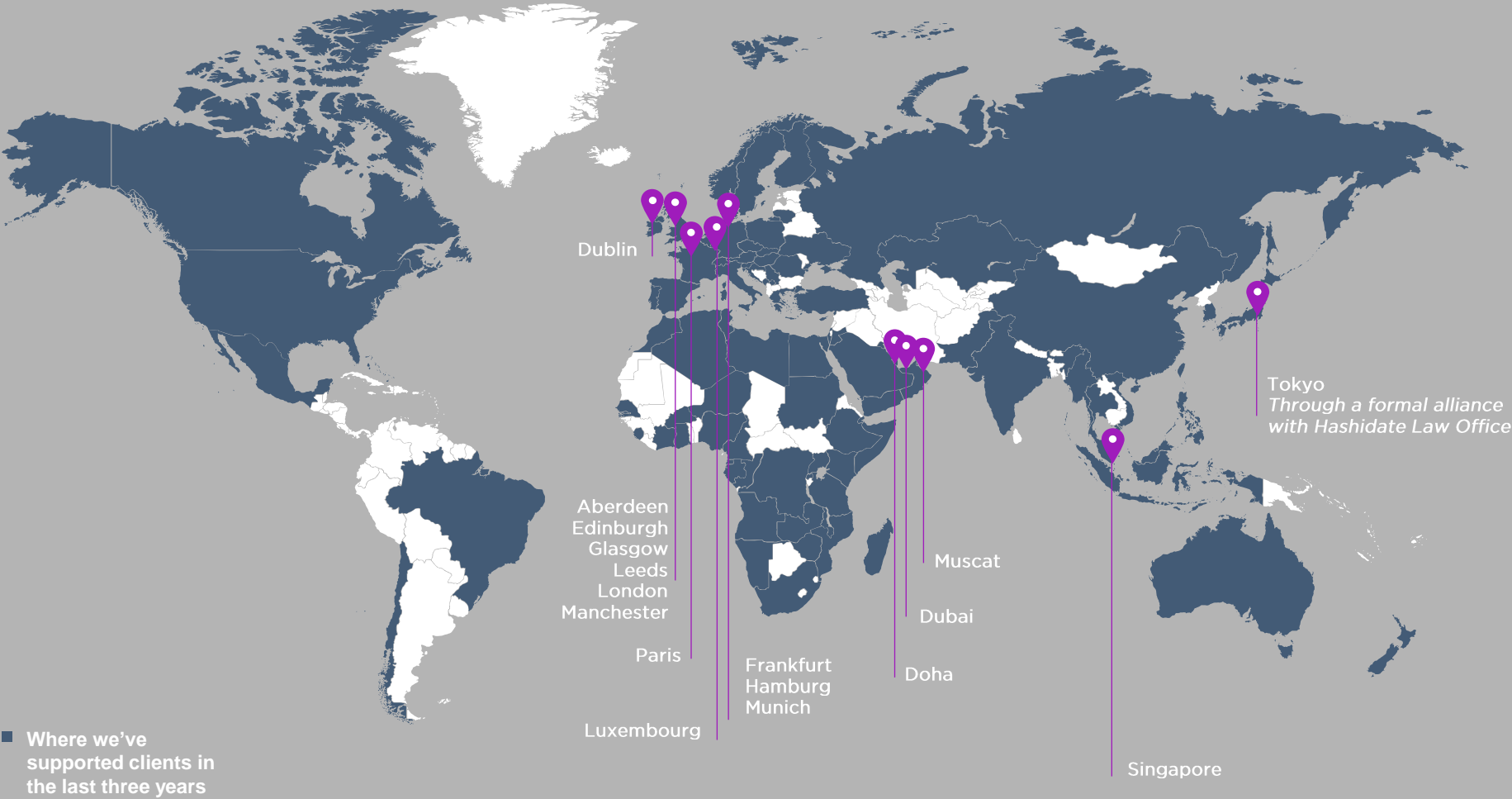
We solve problems, defuse situations, improve efficiency and get the deal done.

We'll bring you all the experts you need, use due diligence technology to manage risk, and agree a post-transaction plan to ensure that the deal is progressing as planned. All of which are just examples of the reasons why we were ranked as a Top 5 law firm for innovation in Europe (FT, 2021).

WE WORK WHERE OUR CLIENTS NEED US TO WORK

AG offers a full range of legal services worldwide. We believe that effective international coverage is a function of great relationships between lawyers, not just of 'flags in the ground'.

Working from 16 offices around the world, we've acted in 105 countries in the last three years. You can rely on us wherever you need an imaginative legal solution to a pivotal business problem.



COLLABORATING WITH PARTNER FIRMS IN THE NORDICS FOR THE BENEFIT OF OUR COLLECTIVE CLIENTS

The value of collaboration is proven to deliver diversity of thought, excellent innovation and new ideas.

We have developed excellent relationships with our partner firms in the Nordics. We spend time on the ground and we get to know them well. Our partnership with Nordic firms means more than local counsel relationship. We are truly one team providing seamless service to our clients and we see ourselves as equal partners.

Key to our successful collaborations have been:

Getting to know our partners

we invest in our
relationships and
we spend time on
the ground

Co-creation and sharing of ideas

it does not matter
where an idea
comes from if it is
in the best interest
of our clients

Seamless service

we embed our
partners in our
teams to deliver a
seamless service
to clients

Market and legal intelligence

we keep each other
up to date on
topical issues and
market intelligence



AG AND THE NORDICS AT A GLANCE

£5bn+

Value of works in the Nordics

50+

Number of major projects in the Nordics

“

Very collegiate, which I think is something that's unique to Addleshaw's.

Katy Kingston, Head of Legal at Canary Wharf Group



AG AND THE NORDICS

REPRESENTATIVE CLIENTS

AB Max Sievert

Clean Energy Invest

Danish Government

EQT / Ellab

Nordic Capital /
Macro Offshore

Hitecvision

IFE

Wärtsilä

Svenska
Handelsbanken

Rundvirke Industries

Norfund

DELIVERING IMPACT THROUGH LAW, PLUS MORE

We deliver imagination and impact to client projects and relationships by combining legal expertise, technology, resourcing solutions and strategy consultancy. We promise to bring our clients **Law, Plus More**.

The 'more' means:

- The right people, tech and processes, including expert lawyers and other specialists, working together to get the job done
- Consulting with you to help you ensure you have the right team, with the right skills and tools, focused on the right things
- Through our resourcing service, AG Integrate, quickly finding you the right additional short- and long-term legal talent when and where you need them.

All of which combine to deliver more certainty, clarity, efficiency and impact for client projects and relationships.



A FEW FAST FACTS: QUICK EXAMPLES OF **LAW, PLUS MORE** IN PRACTICE

>2,500

Impact comes from joined-up working, between our clients, lawyers, and experts from other fields. Our collaborative, joined-up approach to problem-solving has already helped over 2,500 companies.

>£20M

By smarter resourcing of routine legal work, we save our clients over £20m in fees every year.

DD

Creating an innovative online platform to transform the way due diligence is undertaken, improving the quality of reports and significantly reducing write-off time and costs.

GC

By combining strategy, psychology and training expertise, we created a leadership development programme for a client to equip its GCs for an uncertain future; another saw us devise an effective and unique programme to help in-house lawyers combat the impacts of Covid-19; a third saw us develop an efficient client-shaped online tool providing quick, easy and private ways to manage in-house and external counsel matters in times of change.

TOP 10

Delivering Law, Plus More, saw us being named one of the top ten most innovative law firms in Europe by the Financial Times in 2018, 2020 and 2021.

30%

Our lawyers and an AI-powered legal portal cut one client's legal costs by up to 30%, another saw 1.2 million documents reviewed in 10 days; a third saw 10,000 properties accessible from a single app.

50,000

We've completed over 50,000 projects using alternative billing approaches, such as fixed fees, in the last five years.

LAW, PLUS MORE: SPECIALIST SKILLS YOU CAN RELY ON

DOING MORE WITH LEGAL TECHNOLOGY TO DRIVE EFFICIENCY AND REVEAL INSIGHTS

We're adept at designing, implementing and consulting on legal technology to enable the smart delivery of legal services. We apply – and help clients apply - legal technology to bring more efficiency, maximum return on investment and impact to client projects and teams.

EFFECTIVE AND IMAGINATIVE WAYS OF RESOURCING CLIENT ASSIGNMENTS

To ensure efficiency on our clients' legal assignments, we have a team of 180 committed paralegals and experienced legal managers who work alongside our firm's lawyers; our legal technologists; and as part of our clients' own in-house teams.

PROCESS IMPROVEMENT

Delivering efficient and effective services, by applying project management and process engineering principles to the delivery of legal services, to ensure that you receive the most efficient and effective service from the very outset.

STRATEGIC ADVISORY CAPABILITIES THAT OPTIMISE LEGAL SERVICE DELIVERY

Helping clients ensure they have the right team, with the right skills and tools. Our strategic consultancy services focus on optimising legal service delivery for legal functions and helping them to deliver value.

AG INTEGRATE: FLEXIBLE, INTERIM RESOURCING

Hand-selected consultant lawyers, Co-Sec, corporate governance, Risk and other specialist personnel who work directly for clients and provide specialist resource on a flexible 'as and when needed' basis.

COMPLETE END TO END LEGAL SERVICES

Acting as a 'one-stop shop' for some, or indeed all, legal services, providing a fresh and efficient manner for the delivery of entire portfolios of work or specific workstreams.



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